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Wycliffe Bible Translators

**Helping Members
Build Partnerships
for their Later Years**



**Mobilize
More**



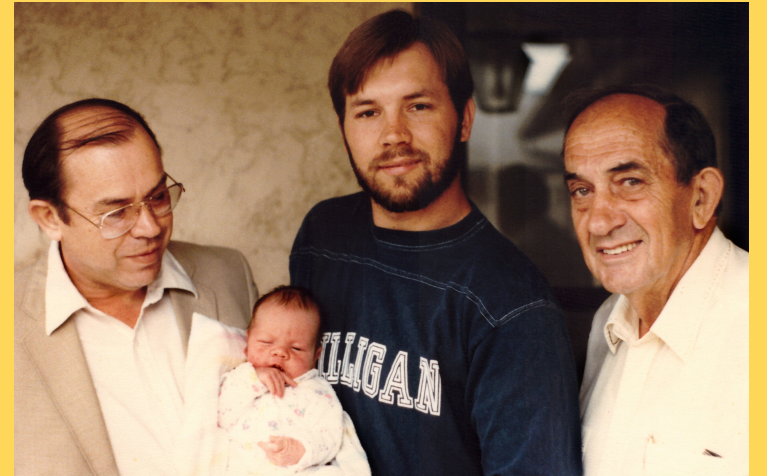
Foundations

- Prayer
- Relationships
- Seek ways to expand network
- Intentional personal invitations with follow-up



Cross-generational

- Partners Children
- Nephews & Nieces
- Siblings and In-Laws
- Other ideas?



Approach



- Get together
- Actively listen to what's going on in their lives
- Ask what they are passionate about
 - Listen for connections to your heart and ministry

Millennials and Younger

- Looking for genuineness – communicate passion
- Looking for how their money is used – tell stories
- Visual, image-driven – show pictures, videos
- Mobile society – post pictures, videos, short

Millennials and Younger

(continued)

- Like to give; mainly interested in short-term
 - Give them opportunities
 - Educate them about long-term giving
- Invite them to advocate among their generation

(Some of these ideas come from Jolene Erlacher materials;
www.leadingtomorrow.org)

“Email Blitz” Idea

- A Harvest tool after laying a good foundation
- Frequent, short communications
 - Cast vision (one sentence)
 - State deadline (within a few weeks)
 - State monthly financial need (less than \$500 is best)
 - Ask recipient to let you know their intent right away

It's a matter of Stewardship

- We ALL Steward (manage someone else's) resources...
 - In this case it's ALL His
 - 5 Key Resources...

It's a matter of Stewardship

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- **Time**



It's a matter of Stewardship

- 5 Key Resources...

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- **Talents** (Giftedness – Innate & Developed)



It's a matter of Stewardship

- 5 Key Resources...

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- Talents

- **Treasure** (Financial Resources) – the “Open Hand of Generosity”



It's a matter of Stewardship

- 5 Key Resources...

- Time

- Talents

- Treasure

- **Prayers!**



It's a matter of Stewardship

- 5 Key Resources..

- Time
- Talents
- Treasure
- Prayers!



- **Relationships** (He gives them to us to nurture on purpose – not manipulate)

Advocacy

- Best done face to face or over the phone
- Be specific – Paint a picture of a desired outcome
- Give an example of Advocacy that worked

Advocacy

- How do you think Advocacy could work in your context?
- Small Group Discussion
- Feedback to the entire audience



Combatting Attrition

- Bi- Annual intentional appeals
 - To a portion of your audience
 - No more than the # you can follow-up with in 2 to 3 weeks
 - As personal as possible
 - Face to face, video conference, personal letter w/phone follow-up
 - Inform, Inspire through Impact, Invite, Investigate (Follow-up)

Combating Attrition

- Do a “Finishing Well” Campaign
 - Describe what “Finishing Well” looks like
 - Articulate your plan for active ministry & it’s impact
 - What does “retirement” look like to you?
 - What will your financial partnership needs be to remain active in ministry?

Combating Attrition

- ❖ What Does 'Combating Attrition' look like in your context?
- Small Group Discussion
- Feedback



Organizational Structures to help members retain ministry partnerships...

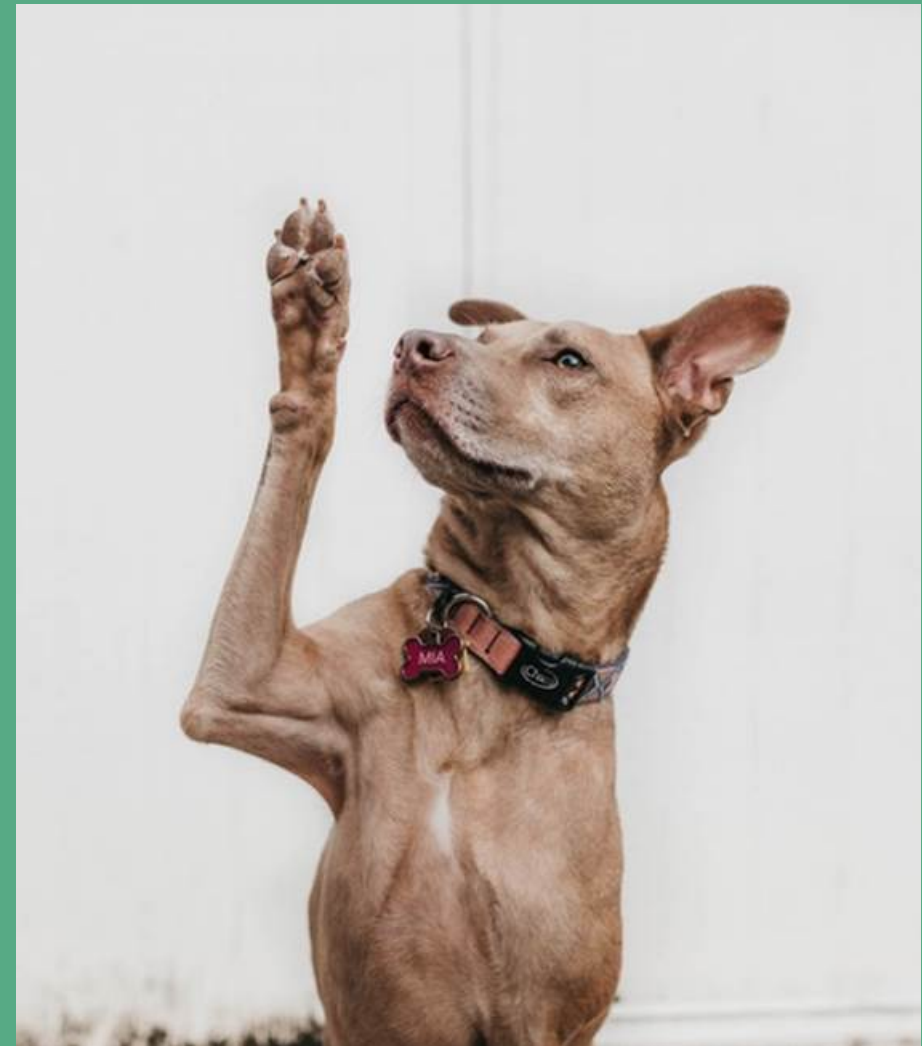
- ❑ Mandatory Retirement Funding
- ❑ Supplemental Retirement Fund
- ❑ Post “Retirement” Member Volunteer Program
 - Non-Supervisory & Part-time
- ❑ Continued financial partnership through one’s Pension

Q & A time...

What's on your mind?

What did you expect?

Did we hit the Sweet Spot?



You can teach old dogs new tricks!